

Job Description

Position: Director of Development

Company: Young People's Chorus of New York City

Location: Manhattan, NY

Work Experience: 10 + years as a Director of Development or equivalent

The Organization

The Young People's Chorus of New York City (YPC) is a multicultural youth chorus internationally renowned for its superb virtuosity, brilliant showmanship, and innovative model of diversity. Founded by Artistic Director Francisco J. Núñez, a MacArthur Fellow and Musical America's 2018 Educator of the Year, YPC's mission and values are rooted in providing children of all cultural and economic backgrounds with a unique music education program and choral performance opportunities. YPC is committed to empowering our youth and providing pathways to success through the arts so that each child, regardless of race, gender, socioeconomic background, or religion, can reach their full potential.

Position Overview

The Director of Development (DoD) will lead YPC's fundraising strategy, expanding and diversifying revenue with a strong focus on major gifts. Reporting to the COO and managing a team of 2-3 staff, the DoD will build strong relationships across senior and programming staff, Board, alumni, and external partners to grow YPC's philanthropic impact. This role is ideal for a strategic, collaborative leader eager to strengthen one of New York's premier youth arts organizations.

Responsibilities:

Lead Development and Fundraising

- Create and execute an annual fundraising plan for a \$6.5M budget with a 30% growth target over the next 3-5 years.
- Expand funding across government, corporate, foundation, major gifts, small-dollar, planned giving, and campaign opportunities.
- Grow the major gifts program and manage a portfolio of key donors.
- Partner with leadership to set long-term funding goals and launch new campaigns.
- Oversee prospect research, donor stewardship, and fundraising events.

Engage Leadership and Board

- Involve the Artistic Director, senior staff, and Board members in fundraising and outreach.
- Strengthen Board participation in development and foster a culture of philanthropy.
- Serve as liaison to Development-related Board committees.

Drive Communications and Operations

- Collaborate with artistic, marketing, and leadership teams to craft compelling donor communications.
- Prepare financial forecasts and development reports; manage departmental budget.
- Improve systems and processes to strengthen fundraising operations and data integrity.

Qualifications

- Experience leading comprehensive development teams, programs and campaigns.
- Proven success cultivating donors and securing institutional and corporate funding.
- Exceptional writing skills, especially for grant proposals and reports.
- Strong knowledge of major gifts, fundraising best practices, and donor stewardship.
- Excellent organizational, strategic planning, writing, and public speaking skills.
- Collaborative, solutions-oriented leader with sound judgment and a growth mindset.
- Familiarity with NYC philanthropy or arts funding is a plus.
- Ability to be flexible in a fast-paced environment.
- Ability to inspire teams and commitment to YPC's mission.
- Available on some nights and weekends to attend cultivation events and YPC concerts and programs.

Compensation

YPC offers an annual compensation package between \$120,000-\$150,000 depending on experience; benefits include health insurance with partial subsidy, access to a 401(k), pre-tax transit benefits, and a PTO package that includes vacation, sick, and personal days, summer Fridays and an annual company-wide shutdown for the winter holidays.

To Apply:

Please send your cover letter, resume, and two writing samples to:

DOD-MC@ypc.org

Careers at YPC

Young People's Chorus of New York City

37 West 65th Street, 2nd Floor

New York, NY 10023

For additional information on the organization visit: www.ypc.org